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**Propane Mower
Incentive
Program**

**U.S.Dept. of
Energy
Funding
Opportunities**

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Upcoming Events:

Stakeholder Meeting, September 30, 2014

Concord, NH. 29 Hazen Drive, 9:00-11:30 a.m.
Wes Hanson of Nuvera Fuel Cells will present on **fuel cell technology and hydrogen vehicles**. Wes will have his hydrogen Toyota Highlander on display. **Tom Murray of Pugliese Contracting** will present on his **propane fleet**. Tom will bring one of his propane trucks and his **famous concrete cutter** (converted to run on propane). *Don't miss it!* RSVP to Dolores Rebolledo (dolores.rebolledo@des.nh.gov or 603.271.6751).

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Northeast Propane Show, August 6-7, 2014, Boxborough, MA

Be sure to visit the Clean Cities table! For more information and to register, [click here](#).

Open House! Peterbilt Motors Company, August 8, 2014, Bow, NH

GSCC stakeholder NH Peterbilt, 734 Route 3A in Bow, is celebrating the 75th anniversary of Peterbilt Motors Company with an open house from 10:00 a.m. to 3:00 p.m. There will be a custom car and truck display. Come one, come all!

Maine Clean Communities' Series of Three Stakeholder Forums

The first forum will be held on **August 22, 2014 at 9:00 a.m.** in Portland, ME and will feature Jeff Flath of eNow and Dan Rolfe of Maine DOT. For more information, and to RSVP, contact Steven Linnell at slinnell@gpcog.org.

Mt. Washington Alt Energy Summit, September 13, 14, 2014, Glen, NH

This two day event features an impressive vehicle display, informative discussions and a great ride up to the top of

the rock pile! For more information visit altenergysummit.org. To register, [click here](#).

NH Celebrates "National Drive Electric Week," September 20, 2014, State House Plaza, Concord. 9:00 a.m.-12:30 p.m. GSCCC is again partnering with stakeholders ConVerdant Vehicles and Sierra Club to bring you this spectacular celebration of plug-in vehicles. Visit driveelectricweek.org/ for more information on the national event.

Natural Gas Vehicles - The Here and Now Technology - Free Workshops:

It's cheaper than gas and diesel!
It's domestic!
It's cleaner!

Don't miss this informative workshop. Learn why everyone's talking about (and many are turning to) natural gas as a transportation fuel.

- **October 2, 2014, Concord, NH** To register, click [here](#).
- **November 20, 2014, Lincoln RI** To register, click [here](#).

Biodiesel Mechanic Workshop, October 6, 2014, Concord, NH 8:00 a.m.- noon. This free workshop provides an overview on the characteristics of biodiesel and care of storage and fueling infrastructure. A no-miss for your diesel mechanics! Click [here](#) to register.

AltWheels Fleet Day, October 20, 2014, Norwood, MA Sheraton Four Points in Norwood is the perfect location for the many diverse alt fuel vehicles on display. AltWheels will feature panels, exhibits and ride-and-drives. Truly the largest meeting of corporate and municipal Fleet Managers on the East Coast. Co-sponsored by GSCCC. Click [here](#) to register.

News of Interest:

GSCCC welcomes *TWO* Advisory Board members! Joe Alosa of The Profile Group (a family of companies that includes Patsy's Bus Sales and Yankee Kenworth) has joined GSCCC's Advisory Board, replacing Doug Alderton. Doug recently resigned from the board after serving for many years - thanks for your time on the board, Doug! Mike Whitten, Executive Director of Manchester Transit Authority has also joined the board, replacing Mark Sousa. Mark recently "jumped the border" to take a position in Burlington, Vermont - thanks for your service, Mark!

Electric Vehicle Safety for Emergency Responders Online Course.

The National Alternative Fuels Training Consortium (NAFTC) is offering a limited number of firefighter scholarships to obtain FREE online Electric Drive Vehicle First Responder Safety Training. For more information [click here](#).

Clean Energy Fuels' CNG Fueling Station Ribbon Cutting Event Held.

GSCCC stakeholder Clean Energy Fuels held a ribbon cutting at their Pembroke, NH fueling station last month, adding to New Hampshire's CNG fueling network. The company has partnered with NG Advantage which provides natural gas to facilities in New England that don't have access to a natural gas pipeline. The station has four bays dedicated to vehicle fueling.



FUNDING OPPORTUNITIES:

U.S. Department of Energy announces FOA DEFOA0000951: Alternative Fuel Vehicle Deployment Initiatives.

Up to \$4.5 million is available to expand the use of alternative fuel vehicles through the Clean Cities program, including plug-in electric, natural gas, propane, and flexible fuel vehicles.

Through consumer outreach, training, and strategic planning, these investments will increase America's economic, energy, and environmental security. **Full applications are due Oct. 1, 2014.**

This funding will support seven to fifteen deployment projects in three major areas: on-the-road demonstrations, safety-related training, and emergency preparedness. Applicants must register with and submit application materials through the [Funding Opportunity Exchange](#), the Office of Energy Efficiency and Renewable Energy's application portal. For additional information about this funding opportunity, visit the [listing on the Funding Opportunity Exchange](#). Applicants must register with and submit application materials through the Funding Opportunity Exchange, the Office of Energy Efficiency and Renewable Energy's application portal, [click here](#).

DES Diesel Emissions Reduction Rebate Program The NH Department of

Environmental Services is taking applications for diesel vehicle and equipment upgrades, including the switch to alternative fuel systems and idle reduction technologies. [Click here](#) for more information and to apply.

QUESTION OF THE MONTH

Question of the Month: *During the winter of 2013-2014, propane shortages and price spikes were widely publicized by news media, and some fleets reported difficulty getting propane for their vehicles. What really happened and what steps can propane fleets take to protect themselves from similar issues in the future?*

Answer: Several factors contributed to the recent winter supply constraints and increased propane prices, including record low temperatures around the country (the 2013-2014 winter was almost 30% colder than the previous winter), increased rain fall requiring additional propane supply for crop drying, pipeline outages (the Midwest Cochin pipeline shut down for three weeks in December 2013), Canadian supply constraints, and increased exports leading to reduced propane reserves. It is important to note, however, that while the demand for propane used to heat homes in colder months fluctuates, fleet demand for propane remains stable throughout the year. As a result, propane suppliers are generally willing to offer longer term fuel contracts to fleets at prices that do not vary during the winter. But fleet customers need to plan ahead and negotiate these agreements in advance. Don't wait until the coldest day of the year to start asking questions.

Fleets should develop and maintain a long-term fuel contract based on projected consumption with their local propane marketer or fueling station operator. These contracts can provide a reasonably steady price for propane year-round, regardless of temperature fluctuations and other issues. However, fleets that fuel their vehicles at retail locations where there is no contractual relationship can expect to pay the current market price, which may be equal to or higher than gasoline during peak use periods. As such, the propane price spikes reported in the winter of 2013-2014 primarily affected fleets and drivers without fuel contracts.

While some fleets with fuel contracts also faced supply limitations and price increases this winter, these incidences may have occurred as a result of other circumstances. For instance, some pricing contracts are set up to fluctuate based on a floating commodity price, or they might be indexed to automatically track gasoline or diesel prices. In addition, state fleets may be subject to certain fueling restrictions if the governor addresses energy supply issues through executive action. The prolonged severe weather this past winter resulted in several regions declaring official states of emergency. Similarly, fleets with bi-fuel vehicles, which provide the option to fuel with gasoline, may be subject to caveats during emergency periods that would not affect fleets with dedicated propane vehicles. To avoid unwanted disruptions in propane supply and price spikes, fleet administrators should closely review current and future fuel contracts and discuss various scenarios with their propane marketer to ensure that the contract terms match up with the fleet's needs and expectations.

Working with Propane Marketers Local propane marketers are present in most communities across the United States and can provide expertise and assistance in building fueling stations and deploying vehicles. Additionally, many marketers offer attractive lease options for fuel storage tanks, pumps, and dispensing equipment in return for a multi-year fuel supply contract. The

cost of this equipment can be paid back over time through a shared savings or performance contracting agreement, virtually eliminating up-front costs to the fleet operator.

The cost to purchase and install propane fueling infrastructure can be significant depending on the fleet's choice of refueling options; however, fuel contracts can greatly reduce the financial burden. In most cases, the fleet is only responsible for the cost of infrastructure that cannot be removed from the site when the fuel contract is over, such as the electricity line or the concrete pad for the storage tank.

Current and Future Propane Supply

While the issues last winter raised concerns, it is important to note that the supply of propane in the United States is on the rise. Propane is a by-product of natural gas processing and crude oil refining. In recent years, as natural gas production levels in the United States have increased, so has the propane supply from these operations. Between 2007 and 2013, the percentage of the U.S. propane supply produced from North American resources increased from 76% to 92%. As such, propane is not subject to the same types of energy security risks as petroleum based fuels that depend on foreign oil supplies face.

For more information on propane production and distribution, pricing, supply, and infrastructure, you can visit the following websites:

AFDC Propane page (www.afdc.energy.gov/fuels/propane.html)
2013 Propane Education and Research Council (PERC) Propane Market Outlook
PERC On-Road Fleets Directory (<http://www.propane.com/on-road-fleets/>) and
January 30, 2014 press release on propane supply and distribution
(www.propanecouncil.org/PressReleases.aspx?id=1654&pressreleaseId=13495).

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